

## Draft

### GOED Board Meeting Minutes

September 10, 2015 • 10:00 a.m.

Utah Governor's Office of Economic Development  
Salt Lake City, UT 84111

<b>Members Present:</b>	Mel Lavitt, Annette Meier, Susan Johnson, Stefanie Bevans, Jake Boyer, Christopher M. Conabee, Josh Romney, Bob Frankenberg, Margaret Lasecke-Jacobs
<b>Staff:</b>	Val Hale, Theresa A. Foxley, Julia Barnhouse, Eric Nay, Kimberly Henrie, Ben Hart, Vicki Varela, Michael Sullivan, Hillary Bowler, Mimi Davis-Taylor, Fred Lange, Marshall wright, Kimberlee Carlile, Dan Royal, Jaron Janson, Greg Jeffs, Thomas Wadsworth, Virginia Pearce, Tamy Dayley, Callye Cleverly, Lyle Almond, Vatsala Kaul, Raj Dhaliwal, Kelleigh Cole, Jeff Van Hulten, Alicia Ryans, Brad Petersen,
<b>Visitors:</b>	Susan Eisenman, Todd Brightwell, Dr. Vivian Lee, Gerald Martin, Brian Higgenbotham (GRPB), Brice Wallace, Brian Favre, Mike Green, Kirsten Stewart, Vicky Davison, Perry Oaks, Melisa Stark,

#### Welcome

Mel Lavitt welcomed everyone to the September 10, 2015 Board meeting.

#### Approval of the Minutes

**MOTION: Margaret Lasecke-Jacobs motioned to approve the August 13, 2015 minutes. Bob Frankenberg seconded the motion. Motion was carried unanimously.**

#### Swearing in of Board Members

Cheralyn Anderson, Notary, administered the Oath of Office to Annette Meier and Susan Johnson to serve as a member of the Utah Board of Business and Economic Development.

#### Presentation – Dr. Vivian Lee, Senior Vice President of University Health Sciences, CEO of University of Utah Healthcare, and Dean of the University of Utah School of Medicine.

Dr. Lee thanked the GOED Board for the invitation to present on the Center for Medical Innovation at the University of Utah. The center provides an opportunity for entrepreneurs to accelerate their product. The center also provides training and a space for development of new products. These services are available to those both in partnership with the University of Utah and outside of the partnership.

Dr. Lee informed the GOED Board that the current medical school building and hospital will be replaced and the university will be seeking assistance from the state. In addition to a new medical school, Dr. Lee would also like to develop a discovery and innovation center. This space will provide medical device companies, and other companies, who would like to enter into healthcare the ability to test their products through a healthcare simulation environment.

#### Presentation – Gerald Murray, Director of Enterprise Sustainment, Lockheed Martin Aeronautics Co.

Gerald Murray and Perry Oaks thanked the GOED Board for the opportunity to present to them. Gerald highlighted a recent Lockheed Martin announcement, the F-35A and showed the GOED Board pictures of the new aircraft. The F-35A, in partnership with Hill Air Force Base (HAFB), will be housed in Utah at the Air Force base for maintenance and modifications. This will continue and build upon opportunities for Utah to bring additional aircraft to the state. Gerald then provided a public handout that listed certain features of the aircraft such as take-off and landing capabilities.

Perry Oaks provided additional information about Lockheed Martin. There are almost 400 retired Lockheed Martin employees living in Utah and about 350 that are currently working, primarily in the Ogden area; over \$30 million in payroll is distributed to employees in Utah. Lockheed Martin currently has \$391 million in open contracts that go to Utah and they hope to increase that amount with additional aircraft in Utah. Lockheed Martin would like to continue to partner with the state and HAFB. Program management is also located in Utah, not just aeronautics. Lockheed Martin is very interested in helping Utah's aerospace cluster grow and be successful.

**Film Update – Virginia Pearce****Project – “Phobic”****Project Highlights**

- Category: Feature
- Genre: Drama
- Director: Bryce Clark
- Producer: Jason Hatfield, Justin Lyon

**Utah Jobs and Revenue**

- Estimated Cast: 21
- Estimated Cast Average Salary: \$189
- Estimated Crew: 19
- Estimated Crew Average Salary: \$300
- Estimated Extras: 18
- Estimated Extras Average Salary: \$50
- Length of Film Production: 18
- Estimated Spend: \$210,000

**Project Schedule**

- Prep: September 21, 2015 through October 9, 2015
- Principal Photography: October 13, 2015 through October 30, 2015
- Wrap: November 2, 2015 through November 4, 2015
- Post Production: November 5, 2015 through December 11, 2015

**Motion Picture Advisory Committee Recommendation**

Approved by the Motion Picture Advisory Committee (MPAC) September 3, 2015

**Proposed Motion:**

**Approve for Phobic Production, LLC a Motion Picture Incentive Program post-performance tax credit up to \$42,000 (which represents 20% of dollars left in state) for the production of “Phobic”**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive

**Project – “The Jade Pendant”****Project Highlights**

- Category: Feature
- Genre: Drama
- Director: Po-Chih Leong
- Producer: Scott Rosenfelt, Thomas Leong

**Utah Jobs and Revenue**

- Estimated Cast: 18
- Estimated Cast Average Salary: \$950
- Estimated Crew: 75
- Estimated Crew Average Salary: \$325
- Estimated Extras: 500
- Estimated Extras Average Salary: \$100
- Length of Film Production: 30
- Estimated Spend: \$3,480,899

**Project Schedule**

- Prep: August 17, 2015 through September 27, 2015
- Principal Photography: September 28, 2015 through November 6, 2015
- Wrap: November 7, 2015 through November 14, 2015
- Post Production: November 5, 2015 through February 12, 2016

**Motion Picture Advisory Committee Recommendation**

Approved by the Motion Picture Advisory Committee (MPAC) September 3, 2015

**Proposed Motion:**

**Approve for Jade Pendant Movie, LLC, a Motion Picture Incentive Program post-performance tax credit of no more than \$696,180 (which represents 20% of dollars left in state) or no more than \$870,225 if additional criteria are satisfied (which represents 25% of the dollars left in state) for the production of “The Jade Pendant”.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state.
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval.
- Jade Pendant Movie, LLC may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor’s Office of Economic Development and the Utah Film Commission, including a \$1,000,000 minimum dollars left in state. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$870,225 (25% of the dollars left in state).

**Project – “Lifeforce”****Project Highlights**

- Category: Television
- Genre: Sci-Fi
- Director: Nick Petersen
- Producer: Mark G. Mathis, David Williams

**Utah Jobs and Revenue**

- Estimated Cast: 6
- Estimated Cast Average Salary: \$335
- Estimated Crew: 47
- Estimated Crew Average Salary: \$175
- Estimated Extras: 20
- Estimated Extras Average Salary: \$125
- Length of Film Production: 15
- Estimated Spend: \$858,000

**Project Schedule**

- Prep: September 7, 2015 through September 25, 2015
- Principal Photography: September 28, 2015 through October 16, 2015
- Wrap: October 19, 2015 through October 23, 2015
- Post Production: October 19, 2015 through November 20, 2015

**Motion Picture Advisory Committee Recommendation**

Approved by the Motion Picture Advisory Committee (MPAC) September 3, 2015

**Proposed Motion:**

**Approve for Four Amigos Entertainment, LLC a Motion Picture Incentive Program post-performance tax credit up to \$171,600 (which represents 20% of dollars left in state) for the production of “Lifeforce”**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive

**Project –“Prowess”****Project Highlights**

- Category: Feature
- Genre: Family Adventure
- Director: TBA
- Producer: Jeff T. Miller

**Utah Jobs and Revenue**

- Estimated Cast: 1
- Estimated Cast Average Salary: \$200
- Estimated Crew: 25
- Estimated Crew Average Salary: \$400
- Estimated Extras: 2
- Estimated Extras Average Salary: \$110
- Length of Film Production: 1
- Estimated Spend: \$220,000

**Project Schedule**

- Prep: September 7, 2015 through September 14, 2015
- Principal Photography: September 15, 2015
- Post Production: September 16, 2015 through December 31, 2015

**Motion Picture Advisory Committee Recommendation**

Approved by the Motion Picture Advisory Committee (MPAC) September 3, 2015

**Proposed Motion:**

**Approve for Vineyard Productions a Motion Picture Incentive Program post-performance tax credit up to \$44,000 (which represents 20% of dollars left in state) for the production of “Prowess”**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive

**MOTION: Margaret Lasecke-Jacobs motioned to approve the proposed motions for each film. Susan Johnson seconded the motion. The motion carried unanimously.**

**Rural Fast Track Grants****CANNON STRUCTURES, INC.**

DBA

**TRESTLEWOOD**

The Rural Development office recommends a Rural Fast Track grant for Cannon Structures, Inc., for the purpose of purchasing a band re-saw in order to reduce turn-around time and produce orders faster. The company expects to create 1 new full time position paying at least 125% of the county average wage. The project is estimated to cost forty-three thousand, ninety dollars (\$43,090.00).

**MOTION: Endorse a Rural Fast Track Grant for Cannon Structures, Inc. of \$21,545.00.**

**DAX WELDING, LLC**

The Rural Development office recommends a Rural Fast Track grant for Dax Welding, LLC, for the purpose of purchasing powder coating equipment to add to their in-house manufacturing. The company currently outsources this process which leads money leaving the area. The company expects to hire 2 new full time positions, one of which will pay at least 125% of the county average wage. The project is estimated to cost one hundred four thousand one hundred sixty-four dollars (\$104,164.00).

**MOTION: Endorse a Rural Fast Track Grant for Dax Welding, LLC of \$50,000.00.**

**TWELVE TIMBERS, INC.**

The Rural Development office recommends a Rural Fast Track grant for Twelve Timbers, Inc., for the purpose of purchasing a flatbed printer capable of printing on a variety of materials (wood, metal, textiles) up to 5 feet wide. The printer will give the company the ability to add to their product line and more flexibility in how products are created. The company expects to hire 2 new full time positions paying at least 110% of the county average wage. The project is estimated to cost eighty-eight thousand three hundred sixty-eight dollars (\$88,368.00).

**MOTION: Endorse a Rural Fast Track Grant for Twelve Timbers, Inc. of \$44,184.00.**

**MOTION: Bob Frankenberg motioned to approve all RFT Grants. Jake Boyer seconded the motion. The motion carried unanimously.**

## **GOED Update**

Val Hale, Executive Director, welcomed our newest GOED Board member, Annette Meir. He then provided an update on the current events in the different programs within GOED.

## **Incentives Update**

Theresa A. Foxley, Director of Corporate Recruitment and International Trade provided an update on the Incentives Program regarding new and existing projects.

## **EDCUtah Update**

Todd Brightell, Vice President of EDCUtah, presented on the status of current and upcoming projects in the pipeline. He spoke on the increase of the number of projects that EDCU is seeing in all industries.

Meeting adjourned